

Message Text

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PAGE 01 MOSCOW 04141 101904Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----059890 110304Z /66
R 100949Z MAR 78
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 8819
USDOC WASHDC
INFO AMCONSUL LENINGRAD

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USDOC FOR BEWT/TDAD(STECHSCHULTE) AND BEWT/USSR(HEISS)

E.O. 11652: N/A
TAGS: BGEN, EALR, UR
SUBJECT: DOING BUSINESS IN THE SOVIET UNION: GUIDELINES
AND PITFALLS

REF: MOSCOW A-66 (NOTAL)

1. EMBASSY AIRGRAM MOSCOW A-66 OF MARCH 7, 1978, CONTAINS AN ANALYSIS OF SOVIET BUSINESS AND NEGOTIATING PRACTICES, AS DISCUSSED AND DESCRIBED BY GROUP OF LEADING U.S. BUSINESSMEN RESIDENT IN MOSCOW TO PANEL OF VISITING U.S. GRADUATE BUSINESS SCHOOL ACADEMICIANS.

2. ALTHOUGH IT MIGHT OTHERWISE HAVE BEEN LABELED FOR RESTRICTIVE HANDLING, AIRGRAM (POUCHED TO WASHINGTON THIS WEEK) WAS LEFT UNCLASSIFIED IN ORDER TO ENHANCE ITS USEFULNESS IN ADVISING U.S. BUSINESSMEN EITHER ALREADY INVOLVED IN OR CONTEMPLATING COMMERCIAL RELATIONS WITH SOVIETS. IT IS INTENDED TO SERVE AS HELPFUL HANDOUT OR BASIS FOR DIRECT DISCUSSION WITH INTERESTED BUSINESSMEN AND, AS SUCH, IS APPROPRIATE FOR REPRODUCTION WITHIN USDOC OR DEPARTMENT OF STATE. WE DO NOT FEEL, HOWEVER, LIMITED OFFICIAL USE

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THAT IT IS APPROPRIATE FOR PUBLICATION. TOON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BUSINESSMEN, ECONOMIC CONDITIONS, INSTRUCTIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 10 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Litigation History:
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Original Classification: LIMITED OFFICIAL USE
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Original Previous Classification: n/a
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Type: TE
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Review Markings:
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